

ADM : Adil : Work Plan Week of Oct 27

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From: Adil Shafi <adil.shafi@shafilinc.com>

Date: Mon, 27 Oct 2008 07:41:17 -0400

To: Rick Weidinger <rweidinger@braintech.com>, Jim Dara <JimDara@braintech.com>, Pete Manias <pmanias@braintech.com>, Heather Greenlay <>HGreenlay@braintech.com>, Donna Burr <DBurr@braintech.com>

CC: Adil Shafi <ashafi@braintech.com>

Dear Braintech Colleagues,

This past weekend, our household had a bout of flu and we are all recovering now.

Monday : Travel to Dayton Ohio to meet Motoman and Rixan.

Tuesday : Travel to Indiana : Elkhart and Rochester. Both are RBP possibilities.

Wednesday : Travel to Kawasaki and Nachi Robotics. WATW type of relationships.

Thursday : HTE : Integrator and Bundling Partner draft forms to be reviewed and tested for subsequent Braintech internal review and formalization.

Friday : WebEx meetings with Aptura Chicago and re Salesforce.com by Jim Dara.

Sales Focus Accounts : Jim has a full focused set of 12+ accounts now that he is pursuing. He will be travelling to Motoman and PAR/BAE this week with a side possible trip in South Carolina to ESOB with Gudel and to Staubli for possible RBP at Paulstra in Michigan.

- Motoman.
- KUKA Germany.
- EASOM
- CANON
- GUDDEL Texas + ESOB.
- RIXAN
- DST Output
- PAR Systems
- DC Controls
- HTE Dan Reed
- Elkhart Products
- Rochester Metal Products
- Panasonic

Admin Meetings : Admin call at 8:30am PST cancelled for Monday, Tuesday, Wednesday. Heather and Donna, I will followup via email most likely Tuesday and Wednesday. Donna, feel free to contact Heather if you have any topics to cover.

Technical Meetings : Will attend if sales meetings' schedule allows. There is no "scrum" on Mondays.

Migration to Salesforce.com from existing AOP and email / paper / word formats : Tuesday, Wednesday.

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Integrator and Third Party partner forms and writeups : Wednesday through Friday.

Rick if you want an **ESM format update from me on Sales and Integrator Plan**, Friday afternoon after the Salesforce.com webex would be a good time.

Feel free to send offers to **Kevin Geshel and Elsie White**.

I saw **Kevin North's** proposal to Pete Manias and it looks good to me. Kevin can accomplish a lot in 4 hours per week from an advice / strategy standpoint and he is a good writer. Suggest he document the questions I sent earlier in a comprehensive email with list of topics he can support. His support proposal is very much like how David Dechow used to support me and it works.

I will followup on other admin issues as time permits this week.

Regards, Adil